AtliQo Telecom Analaysis

Revenue	ARPU	TAU	TUsU
₹ 31.9bn	₹ 200.7	161.7M	12.6M

₹ 4.0bn	₹ 16.0bn	₹ 15.9bn	-0.50%
MA	Before 5G	After 5G	Chg%

City Name	Total Revenue	Before_5G	After_5G	Chg%
Mumbai	₹ 4,896M	₹ 2,444M	₹ 2,452M	0.31%
Delhi	₹ 3,872M	₹ 1,964M	₹ 1,908M	-2.83%
Kolkata	₹ 3,844M	₹ 1,926M	₹ 1,918M	-0.37%
Bangalore	₹ 3,386M	₹ 1,687M	₹ 1,699M	0.75%
Chennai	₹ 2,964M	₹ 1,501M	₹ 1,462M	-2.59%
Pune	₹ 2,598M	₹ 1,296M	₹ 1,301M	0.37%
Hyderabad	₹ 2,357M	₹ 1,186M	₹ 1,171M	-1.29%
Ahmedabad	₹ 1,871M	₹ 945M	₹ 926M	-2.02%
Jaipur	₹ 1,409M	₹ 701M	₹ 708M	0.98%
Lucknow	₹ 1,308M	₹ 648M	₹ 660M	1.82%
Patna	₹ 982M	₹ 487M	₹ 495M	1.48%
Coimbatore	₹ 914M	₹ 457M	₹ 457M	0.11%
Chandigarh	₹ 612M	₹ 307M	₹ 305M	-0.55%
Gurgaon	₹ 547M	₹ 271M	₹ 275M	1.51%
Raipur	₹ 315M	₹ 157M	₹ 159M	1.15%
Total	**₹ 31,874M**	**₹ 15,977M**	**₹ 15,897M**	**-0.50%**

Monthly Trend

● Before_5G ● After_5G

₹ 4bn

₹ 3bn

Jan/Jun   Feb/Jul   Mar/Aug   Apr/Sep

City Chg%

Delhi   Kolkata   Mumbai   Jaipur   Patna

Chennai   Ahmedabad   Hyderabad   Chandigarh   Coimbatore   Pune   Bangalore   Lucknow   Gurgaon

-3%   -2%   -1%   0%   1%   2%
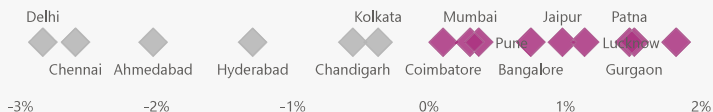
ARPU - Average Revenue Per User, TAU - Total Active Users, TUsU - Total unsubscribed Users, MA - Monthly Average

Value   **%**

Market Share

● PIO_Ms ● Others_Ms ● Dadafone_Ms ● Atliqo_Ms ● Britel_Ms

	January	February	March	April	June	July	August	September
PIO_Ms	34.36%	34.78%	35.31%	36.01%	34.82%	35.51%	35.81%	36.73%
Britel_Ms	28.42%	27.35%	26.32%	26.95%	28.79%	27.90%	26.70%	27.47%
Atliqo_Ms	19.76%	20.79%	20.97%	19.43%	18.70%	19.15%	19.84%	17.84%
Dadafone_Ms	10.24%	9.87%	10.16%	10.61%	10.38%	10.08%	10.31%	10.81%
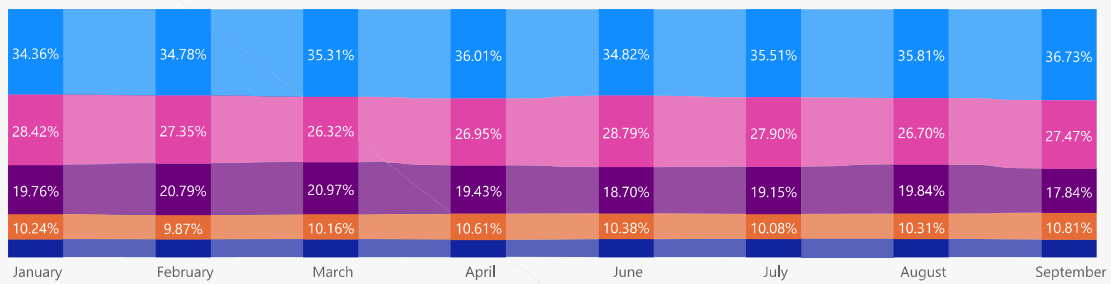
Revenue   **AU**   **Usub**   **ARPU**

Top 5 Cities

City	Revenue
Mumbai	₹ 4.9bn
Delhi	₹ 3.9bn
Kolkata	₹ 3.8bn
Bangalore	₹ 3.4bn
Chennai	₹ 3.0bn

₹ 0bn   ₹ 2bn   ₹ 4bn

Bottom 5 Cities

City	Revenue
Patna	₹ 0.98bn
Coimbatore	₹ 0.91bn
Chandigarh	₹ 0.61bn
Gurgaon	₹ 0.55bn
Raipur	₹ 0.32bn

₹ 0.0bn   ₹ 0.5bn   ₹ 1.0bn
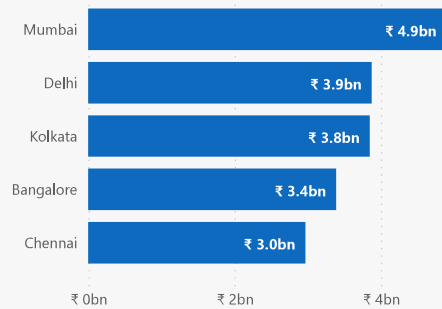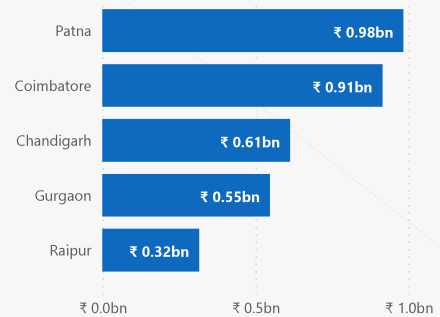
Mini Data Saver Pack (500 MB/ Day) Valid: 20 Days

p4

2.0bn	1.1bn	876.8M
Total Revenue	**Revenue - Before 5G**	**Revenue - After 5G**

Monthly Revenue

Top ⬤ Bottom

plan	January	February	March	April	June	July	August	September
p1	₹ 396M	₹ 503M	₹ 466M	₹ 448M	₹ 536M	₹ 628M	₹ 620M	₹ 603M
p2	₹ 326M	₹ 409M	₹ 386M	₹ 368M	₹ 340M	₹ 388M	₹ 392M	₹ 368M
p3	₹ 296M	₹ 349M	₹ 353M	₹ 321M	₹ 304M	₹ 341M	₹ 335M	₹ 317M
p4	₹ 243M	₹ 280M	₹ 274M	₹ 278M	₹ 200M	₹ 237M	₹ 229M	₹ 212M
p5	₹ 216M	₹ 285M	₹ 258M	₹ 246M	₹ 144M	₹ 172M	₹ 179M	₹ 157M
p6	₹ 167M	₹ 197M	₹ 199M	₹ 187M	₹ 109M	₹ 135M	₹ 126M	₹ 125M
p7	₹ 123M	₹ 158M	₹ 156M	₹ 146M	₹ 33M	₹ 35M	₹ 45M	₹ 43M
p8	₹ 94M	₹ 120M	₹ 111M	₹ 110M				
p9	₹ 52M	₹ 59M	₹ 57M	₹ 58M				
p10	₹ 23M	₹ 37M	₹ 34M	₹ 38M				
p11					₹ 414M	₹ 486M	₹ 478M	₹ 482M
p12					₹ 255M	₹ 300M	₹ 306M	₹ 300M
p13					₹ 72M	₹ 82M	₹ 82M	₹ 79M

Cities

City	Revenue
Patna	₹ 64M
Coimbatore	₹ 56M
Chandigarh	₹ 38M
Gurgaon	₹ 31M
Raipur	₹ 20M

₹ 0M ₹ 50M